

UATP and Airline Business present:

# Airline Distribution 2005

19-21 April 2005  
Marriott Resort and Spa  
Bangkok



**Topic:** Session 7: Tackling Payment Costs

**Date:** Thursday, 21 April 2005

**Time:** 2:00 – 3:00 pm

**Pascal Burg**  
**Director**  
**Edgar Dunn & Company**

*Pascal is a Director in EDC's San Francisco office. He has over seven years of consulting experience in business strategy and marketing and over four years of line management experience within the financial services industry. He has managed a large number of strategic planning/business strategy engagements, and marketing strategy and implementation projects for clients in a variety of financial-services-related industries. Pascal's core competencies include new product development, strategic planning, market entry strategy, and implementation planning. Pascal received his MBA from Lancaster University in the United Kingdom and his Business Degree from Ecole Supérieure de Commerce de Lyon in France.*

